

Message Text

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PAGE 01 STATE 153006 POSS DUPE
ORIGIN AF-10

INFO OCT-01 ISO-00 EB-08 XMB-02 TRSE-00 L-03 CIAE-00
INR-10 NSAE-00 /034 R

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-----094062 161254Z /53
R 152239Z JUN 78
FM SECSTATE WASHDC
TO AMEMBASSY LIBREVILLE

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E.O. 11652: N/A

AGS: EAIR, GB

SUBJECT:MCDONNELL DOUGLAS PROPOSAL TO GOG

REF: A) STATE 150446; B) STATE 134482

1. MCDONNELL DOUGLAS DIRECTOR OF COMMERCIAL SALES, AFRICA, WILLIAM SINGER, INFORMED DEPT. OF POSSIBLE SALE OF DOUGLAS AIRCRAFT TO GABON. TWO DOUGLAS REPRESENTATIVES STOPPED GABON LAST WEEK WHILE VISITING OTHER AFRICAN CUSTOMERS IN ORDER TO SEE WHETHER GOG INTERESTED IN PURCHASING DC-8 AND/OR DC-10. REPS SAW BONGO ADVISER NTOUTOUME WHO SUGGESTED THAT GOG MIGHT BE INTERESTED IN DC-10. SINGER SAID NTOUTOUME TOLD REPS THAT GABON HAD BOEING 747 ON ORDER BUT HAD NO COMMITMENT TO BUY. NTOUTOUME ASKED DOUGLAS TO MAKE PROPOSAL AND HELP OBTAIN FINANCING.

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2. SINGER OUTLINED DOUGLAS PROPOSAL AND RATIONALE WHICH WILL BE CONVEYED TO GOG NEXT WEEK. DOUGLAS FEELS IT IN BEST INTEREST OF COUNTRY AND COMPANY TO SELL AIR GABON SECOND-HAND DC-8-62 FOR \$5-7 MILLION WHICH COULD REPLACE BONGO'S DC-8-63 AS PRESIDENTIAL AIRCRAFT. DC-8-62 HAS LONG RANGE AND CAN BE EASILY ADAPTED TO THIS PURPOSE. PRESENT DC-8-63 WOULD THEN BE AVAILABLE TO AIR GABON FOR

REGULAR COMMERCIAL USE. GOG COULD ALSO PLACE ORDER FOR

DC-10, SUBJECT HOWEVER, TO AVAILABILITY OF FINANCING AND ABILITY TO MEET OTHER PURCHASE CONDITIONS. SINGER ADDED THAT DOUGLAS WILL SEND REPRESENTATIVE TO LIBREVILLE NEXT WEEK TO MAKE PROPOSAL TO GABONESE.

3. SUBSEQUENT TO CONVERSATION WITH SINGER, DEPTOFF CHECKED WITH EXIMBANK TO DETERMINE STATUS OF BOEING REQUEST FOR POLITICAL RISK COVERAGE ON SALE OF 747. EXIM SAID BOEING STILL VERY INTERESTED IN OBTAINING FCIA INSURANCE. HOWEVER, EXIM AWAITING RESPONSE FROM GOG (REFTEL A) BEFORE MAKING ANY DECISION. FYI - OUTLOOK NOT VERY BRIGHT FOR POSITIVE EXIM RESPONSE. CHRISTOPHER

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Message Attributes

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Disposition Approved on Date:
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